

WJLA 1100 Wilson Blvd, 6th Floor Arlington, VA 22209

WJLA-TV WASHINGTON, DC

Greer Margolis Mitchell, Burns & Associates-Washington 3050 K St NW Suite 100 Washington, DC 20007

Contract # 4588373

Schedule Dates 10/27/20-11/02/20 Advertiser Friends Of Mark Warner-Senate-D (31789)

Greer Margolis Mitchell, Burns & Associates-Washi CO-OP

Product POLITICAL CANDIDATE (ns) (1186) Brand EST 9024 (1452269)

Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)

Sales Office WJLA/GJLA/EJLA Furman, Mike **Buyer Name** Phone/Fax

CPE 9024 **Account Types** Local/Political Candidate Agency BRD

Agency

Billing Type Standard Comments EST 9024 ADD **Date Entered** 10/22/20 **Last Modified**

10/22/20

Alexa Schram

Nov. 2020 Grand Total:

Washington (WJLA)

By Broadcast Month Spots <u>Rate</u> \$43,300.00 60 \$43,300.00

Annual Member

Commission % 15.00

Commission \$6,495.00 **Net Total** \$36,805.00

Entered By

External #

Order Type

Package Deal

Demo

Sales Tax

INCOMPLETE CONTRACT

Due to: Pending line Approvals

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT	10/27/20-10/29/20	3	:30	5A- News-Good Morning Washington at 5a	4		Х	Х	Х				4	\$100.00	\$400.00	Washington (WJLA)		10/22/20
2.0	Normal Line / SPOT	11/02/20-11/02/20	3	:30	5A- News-Good Morning Washington at 5a	2	Х							2	\$100.00	\$200.00	Washington (WJLA)		10/22/20
3.0	Normal Line / SPOT	10/27/20-10/30/20	3	:30	5:58:15A- News-Good Morning Washington at 6a	2		Х	Х	Х	Х			2	\$350.00	\$700.00	Washington (WJLA)		10/22/20
4.0	Normal Line / SPOT	11/02/20-11/02/20	3	:30	5:58:15A- News-Good Morning Washington at 6a	1	Х							1	\$350.00	\$350.00	Washington (WJLA)		10/22/20
5.0	Normal Line / SPOT	10/27/20-10/30/20	3	:30	6:58A- ABC-Good Morning America	2		Х	Х	Х	Х			2	\$400.00	\$800.00	Washington (WJLA)		10/22/20
6.0	Normal Line / SPOT	11/02/20-11/02/20	3	:30	6:58A- ABC-Good Morning America	2	Х							2	\$400.00	\$800.00	Washington (WJLA)		10/22/20
7.0	Normal Line / SPOT	10/27/20-10/30/20	3	:30	8A- ABC-Good Morning America	2		Х	Х	Х	Х			2	\$400.00	\$800.00	Washington (WJLA)		10/22/20
8.0	Normal Line / SPOT	11/02/20-11/02/20	3	:30	8A- ABC-Good Morning America	2	Х							2	\$400.00	\$800.00	Washington (WJLA)		10/22/20
9.0	Normal Line / SPOT	10/27/20-10/30/20	3	:30	9A- Live with Kelly	3		Х	Х	Х	Х			3	\$150.00	\$450.00	Washington (WJLA)		10/22/20
10.0	Normal Line / SPOT	11/02/20-11/02/20	3	:30	9A- Live with Kelly	1	Х							1	\$150.00	\$150.00	Washington (WJLA)		10/22/20

CONFIRMATION CONTRACT

ccepted-Agency/Advertiser:	Date
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Accepted-Station:

Comments:

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



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Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869) Sales Office WJLA/GJLA/EJLA

Furman, Mike **Buyer Name** Phone/Fax CPE 9024

Account Types Local/Political Candidate Agency BRD

Billing Type Standard Comments EST 9024 ADD **Date Entered** 10/22/20 **Last Modified**

10/22/20 Alexa Schram

Comments:

Date:

No

External #

Order Type Annual Member

Package Deal Commission % 15.00 Commission \$6,495.00

Net Total \$36,805.00

Sales Tax

Entered By

Washington (WJLA) By Broadcast Month Spots <u>Rate</u> Nov. 2020 60 \$43,300.00 Grand Total: 60 \$43,300.00

INCOMPLETE CONTRACT

Due to: Pending line Approvals

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We '	Th	Fr S	a Sı	J Spot	Rate	Total	Station	Comments	Entered
11.0	Normal Line / SPOT	10/27/20-10/30/20	3	:30	10A- Rachael Ray	2		Χ	х	Х	Х			\$125.00	\$250.00	Washington (WJLA)		10/22/20
12.0	Normal Line / SPOT	10/27/20-10/30/20	3	:30	10:58:25A- ABC-The View	3		Х	Х	Х	Х			\$275.00	\$825.00	Washington (WJLA)		10/22/20
13.0	Normal Line / SPOT	11/02/20-11/02/20	3	:30	10:58:25A- ABC-The View	1	Х							\$275.00	\$275.00	Washington (WJLA)		10/22/20
14.0	Normal Line / SPOT	10/27/20-10/30/20	3		11:59:56A- News-ABC 7 News at Noon	4		Х	Х	Х	Х			\$125.00	\$500.00	Washington (WJLA)		10/22/20
15.0	Normal Line / SPOT	11/02/20-11/02/20	3		11:59:56A- News-ABC 7 News at Noon	1	Х							\$125.00	\$125.00	Washington (WJLA)		10/22/20
16.0	Normal Line / SPOT	10/27/20-10/30/20	3		1P- ABC-GMA3: Strahan Sara and Keke	1	9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Х	Х	Х	Х			\$200.00		Washington (WJLA)		10/22/20
16.0.1	Closed Preempt	10/27/20														Washington (WJLA)	Order Error/Exception - not Strahan Sara and Keke	
17.0	Normal Line / SPOT	10/27/20-10/30/20	3		3:01P- The Drew Barrymore Show	2		Х	Х	Х	Х			\$200.00	\$400.00	Washington (WJLA)		10/22/20
18.0	Normal Line / SPOT	10/27/20-10/30/20	3		4:59:30P- News-ABC 7 News at 5p	2		Х	х	Х	Х			\$225.00	\$450.00	Washington (WJLA)		10/22/20
19.0	Normal Line / SPOT	11/02/20-11/02/20	3		4:59:30P- News-ABC 7 News at 5p	1	Х							\$225.00	\$225.00	Washington (WJLA)		10/22/20
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Date:

B/E Bookend P/B Piggy Back

Accepted-Agency/Advertiser:



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4588373 Contract

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Furman, Mike **Buyer Name** Phone/Fax CPE 9024

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Billing Type Standard Comments EST 9024 ADD **Date Entered** 10/22/20 **Last Modified**

10/22/20 Alexa Schram

No External #

Order Type Annual Member

Package Deal

Commission % 15.00 Commission \$6,495.00 **Net Total** \$36,805.00

Sales Tax

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	Washington (WJLA By Broadcast Month	Spots	Rate
	Nov. 2020	60	\$43,300.00
	Grand Total:	60	\$43,300.00

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Due to: Pending line Approvals

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20.0	Normal Line / SPOT	10/27/20-10/30/20	3	:30	5:59:26P- News-ABC 7 News at 6p	1	L	Х	х	Х	Х		1	\$500.00	\$500.00	Washington (WJLA)		10/22/20
21.0	Normal Line / Access	10/27/20-10/30/20	3	:30	6:58:46P- Wheel Of Fortune	2	2	Х	Х	Х	х		2	\$2,200.00	\$4,400.00	Washington (WJLA)		10/22/20
22.0	Normal Line / Access	10/27/20-10/30/20	3	:30	7:29:26P- Jeopardy	2	2	Χ	Х	Х	Х		2	\$2,500.00	\$5,000.00	Washington (WJLA)		10/22/20
23.0	Normal Line / SPOT	10/27/20-10/30/20	3	:30	11:00:26P- News-ABC 7 News at 11p	2	2	Х	Х	Х	Х		2	\$300.00	\$600.00	Washington (WJLA)		10/22/20
24.0	Normal Line / SPOT	11/02/20-11/02/20	3	:30	11:00:26P- News-ABC 7 News at 11p	1	X						1	\$300.00	\$300.00	Washington (WJLA)		10/22/20
25.0	Normal Line / SPOT	10/27/20-10/30/20	3	:30	11:35P- ABC-Jimmy Kimmel	1	L	Χ	Х	Х	Х		1	\$300.00	\$300.00	Washington (WJLA)		10/22/20
26.0	Normal Line / Prime	11/02/20-11/02/20	3		9P- ABC-Dancing with the Stars (Monday)	1	Х						1	\$2,000.00	\$2,000.00	Washington (WJLA)		10/22/20
27.0	Normal Line / Prime	11/02/20-11/02/20	3	:30	10P- ABC-The Good Doctor (Monday)	1	X						1	\$1,500.00	\$1,500.00	Washington (WJLA)		10/22/20
28.0	Normal Line / Prime	10/27/20-10/27/20	3	:30	9P- ABC-The Bachelorette (Tuesday)	1	l	Х					1	\$2,500.00	\$2,500.00	Washington (WJLA)		10/22/20
29.0	Normal Line / Prime	10/27/20-10/27/20	3	:30	10:30P- ABC-Black-ish (Tuesday)	1		Х					1	\$2,000.00	\$2,000.00	Washington (WJLA)		10/22/20

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Alexa Schram

Washington (WJLA)

Nov. 2020

Grand Total:

By Broadcast Month Spots

60

60

<u>Rate</u>

\$43,300.00

\$43,300.00

No

External #

Order Type Annual Member

Package Deal Commission % 15.00

Commission \$6,495.00 **Net Total** \$36,805.00

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Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We T	n Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
30.0	Normal Line / Prime	10/28/20-10/28/20	3		10P- ABC-The Con (Wednesday)	1			х				1	\$1,000.00	\$1,000.00	Washington (WJLA)		10/22/20
31.0	Normal Line / Prime	10/29/20-10/29/20	3	:30	10P- ABC-Match Game (Thursday)	1			X				1	\$1,500.00	\$1,500.00	Washington (WJLA)		10/22/20
32.0	Normal Line / Prime	10/30/20-10/30/20	3		7:57:56P- ABC-Shark Tank (Friday)	1				Х			1	\$1,500.00	\$1,500.00	Washington (WJLA)		10/22/20
33.0	Normal Line / Prime	10/30/20-10/30/20	3	:30	9P- ABC-20/20 (Friday)	1				Х			1	\$2,000.00	\$2,000.00	Washington (WJLA)		10/22/20
34.0	Normal Line / SPOT	10/31/20-10/31/20	3		7A- ABC-Good Morning America Saturday	1					Х		1	\$200.00	\$200.00	Washington (WJLA)		10/22/20
35.0	Normal Line / Football	10/31/20-10/31/20	3		11:59A- Sports-ABC College Football Early	1					Х		1	\$1,500.00	\$1,500.00	Washington (WJLA)		10/22/20
36.0	Normal Line / Football	10/31/20-10/31/20	3		3:30P- Sports-ABC College Football Late	1					X		1	\$1,500.00	\$1,500.00	Washington (WJLA)		10/22/20
37.0	Normal Line / Football	10/31/20-10/31/20	3		7:30P- Sports-ABC College Football Prime	1					Х		1	\$2,500.00	\$2,500.00	Washington (WJLA)		10/22/20
38.0	Normal Line / Football	11/01/20-11/01/20	3		8P- ABC-Supermarket Sweep (Sunday)	1						Х	1	\$2,500.00	\$2,500.00	Washington (WJLA)		10/22/20

CONFIRMATION CC	NTRACT	
Accepted-Station:	Date:	Comments:

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Accepted-Agency/Advertiser:



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Schedule Dates	10/27/20-11/02/20	Last Modified	10/22/20
Advertiser	Friends Of Mark Warner-Senate-D (31789)	Entered By	Alexa Schram
Agency	Greer Margolis Mitchell, Burns & Associates-Washi	СО-ОР	No
Product	POLITICAL CANDIDATE (ns) (1186)	External #	
Brand	EST 9024 (1452269)	Demo	
Salesperson	HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)	Order Type	Annual Member
Sales Office	WJLA/GJLA/EJLA	Package Deal	
Buyer Name	Furman, Mike	Commission %	15.00
Phone/Fax	1	Commission	\$6,495.00

Net Total

Sales Tax

\$36,805.00

Washington (WJLA		
By Broadcast Month	Spots 5	<u>Rate</u>
Nov. 2020	60	\$43,300.00
Grand Total:	60	\$43,300.00

INCOMPLETE CONTRACT

Due to: Pending line Approvals

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We ⁻	Th F	r Sa	Su	Spots	Rate	Total	Station	Comments	Entered
39.0	Normal Line / Football	11/01/20-11/01/20	3		10P- ABC-Card Sharks (Sunday)	1						Х	1	\$1,500.00	\$1,500.00	Washington (WJLA)		10/22/20
					CON	IFIF	RM	ATI	٥N	1 C	ON	ITF	RAC	Т				
Accepted-	Agency/Advertiser:			Date:	Accepted-Si	tation:								Date:	Comments:			

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9024

Standard

EST 9024 ADD

Local/Political Candidate Agency BRD

B/E Bookend P/B Piggy Back